



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA (www.MDBusinessIncubation.org)*

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Smartaccelerator Program: Deadline September 12

TEDCO, the U.S. Department of Commerce's Economic Development Administration, the Maryland Department of Business and Economic Development (DBED) and the techcenter@UMBC are sponsoring the Smartaccelerator Development Program. It will be held in the Greater Baltimore Region on September 20, 2003 and October 18, 2003 and in Western Maryland on October 29, 2003 and November 19, 2003.

The program will teach incubator companies how to secure funding and accelerate the growth and development of their businesses. It provides training, networking, introductions to funding sources and technical assistance to CEOs and their management teams. The deadline to register for the program is September 12, 2003. Detailed information and online registration is available at www.umbc.edu/entrepreneurship/courses.

Maryland Technology Development Center (MTDC)

Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New Tenant:

- **Bioneer Life Science Corporation** – Heath Collins, Vice President
Bioneer Life Science Corporation is a wholly owned subsidiary of Bioneer Corporation, which is headquartered in Korea. The company, which markets and sells its own DNA synthesizer, oligonucleotides and reagents to the bioscience research community, relocated its operations from San Diego, Calif.

New and Noteworthy:

- **Rexahn Corporation** founder and CEO, Dr. Chang Ahn, last month initiated and hosted the first United States-Korea Bio Business Partnering Forum held in Rockville. The event was jointly sponsored by the state, Montgomery County, the Maryland BioAlliance and MdBio, and provided opportunities for more than 15 bio companies in Maryland to

meet for partnering discussions with more than 20 pharmaceutical and biotechnology companies from Korea. Three other MTDC bio companies – Synergy America, Procell and BioMat – also presented at the forum.

- **James Barrett**, general partner of New Enterprise Associates (NEA), one of the major venture capital firms in Maryland, was the featured guest speaker at a meeting held earlier this month at MTDC. Dr. Barrett is also a successful serial entrepreneur whose track record includes well-known bio companies such as Bethesda Research Lab, Life Technology, Genetic Therapy and Sensors for Science and Medicine. Dr. Barrett talked to MTDC entrepreneurs about the current investment climate and advised the audience on how to raise funds and successfully operate a bio company. Also speaking at the event was Dr. Rachael King, who recently left NEA for the CEO position at GlycoMimetics, a young bio company in Rockville.

Technology Advancement Program (TAP)

University of Maryland College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

New and Noteworthy:

- **ATEC**, which develops thermal technologies for mechanical, electronic and high-tech environments, is being awarded three Department of Defense Small Business Innovation Research (SBIR) Phase I grants worth about \$70,000 each. The three grants are titled, “T/R Module Board Cooled With Thin-Film Evaporators,” “Innovative Two-Phase Heat Spreader For X-Band T/R Modules” and “Thermo-Electric-Powered Thin Film Evaporators For Cooling Power Electronics.”
- **BioSurface Engineering Technologies, Inc. (BioSET)**, which relocated to TAP from California last year, recently completed its annual TAP progress review. BioSET licenses lubricious, thrombo-resistant and diffusion barrier technologies to medical device manufacturers around the world. Company CEO and President Tom Roueche described milestones met during BioSET’s first year in the incubator. After successfully completing the technical and business plan reviews required to enter TAP, the seven-member company was able to cut its original annual operating and capital costs by 30 percent.
- **DataStream Conversion Services**, which develops products to change data to an electronic form, was one of 12 Maryland companies awarded a MIPS research project, which teams Maryland companies with University System of Maryland faculty. The title of DataStream’s project is “Software Engineering Best Practices.” MIPS is a program of the A. James Clark School of Engineering’s Maryland Technology Enterprise Institute (MTECH), whose mission is to enable technology commercialization, strengthen companies and catalyze new ventures in Maryland.

Emerging Technology Center

Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New and Noteworthy:

- Tripler Army Medical Center, part of the Pacific Regional Medical Command, will be the first military medical center to use the **VISICU eICU** system for remote monitoring and care. Currently, patients in six Intensive Care Unit (ICU) beds at Naval Hospital Guam receive remote monitoring and care from an eICU facility in Tripler. The eICU solution is part of a research project funded and managed by the Pacific Telehealth & Technology Hui, a joint partnership of the Department of Defense’s Tripler Army Medical Center and the Veterans Affairs Pacific Islands Health Care System-Spark M. Matsunaga Medical Center in Honolulu. The eICU system allows hospitals to standardize ICU care across multiple hospitals and leverage scarce intensivist talent.
- In addition, **VISICU, Inc.**, has been officially certified as an ISO 9001 compliant provider for the eICU solution. The certification covers the eVantage technology, software, remote care tools, system architecture and care delivery plus training and implementation. ISO 9001 certification, a Quality System Standard recognized throughout the world, ensures that VISICU has a sound quality system in place to meet their hospital/health system client's highest product and service standards and customer satisfaction.

- **Brassica Protection Products** will be launching their line of Brassica Tea throughout the U.S. beginning in September. Brassica provides scientifically sound, cancer preventive products to the public as foods, food ingredients, supplements, nutraceuticals, functional foods and pharmaceuticals.
- **The Emerging Technology Center (ETC)** is hosting a Brown Bag Lunch, "Are You Costing Your Company Millions by Mismanaging Your Intellectual Property," on Wednesday, September 3 at 12 p.m. Matthew H.J. Kim, founder of IP Guidance, will discuss how to create value through the strategic management of a company's Intellectual Property. For more information, contact Kim Anderson at 410-327-9150 or kanderson@etcbaltimore.com.

Graduate News:

- **A&G**, which conducts breakthrough research in monoclonal antibody development and PCDGF technology, received a high priority score for a Small Business Innovation Research (SBIR) Phase I grant with the National Cancer Institute. The research is for a patented biomarker and the diagnostic applications for breast cancer patients.
- **Tetrahedron, Inc.**, has been awarded a contract with the U.S. Army Corps of Engineers, Tulsa District, under which they are supporting the Fort Bliss Military Base in Texas with environment compliance in the area of storm water management. This is a 16-month contract with potential for extension. In addition, Tetrahedron is currently developing cost effective methods for treating radioactive contaminated soil for the Corps of Engineers, Baltimore District. The company's pilot study on arsenic treatment technology was successfully completed, and officials are expecting an implementation of the technology under World Bank funding to provide arsenic-free drinking water. From the U.S. Environmental Protection Agency's headquarters, Tetrahedron also has been awarded a five-year contract to support the Office of Pesticides Program with toxicological evaluations and risk assessments.
- **Marinalife, LLC**, which developed the first Internet-based marine reservation software for marinas and boaters throughout the U.S. and Bahamas, will be a major sponsor of the Newport International Boat Show being held from September 11-14. As part of the sponsorship package, Marinalife will offer to all attendees a customized Premium Membership Card with the logo of the Newport International Boat Show. The Marinalife Premium Membership gives holders access to a complete suite of concierge services related to boating including online or toll-free reservations for the U.S., Bahamas, Caribbean and Mexico, cruise palling assistance, maps/charts, a discount program and more. The 33rd Annual Newport International Boat Show will feature new sailboats and powerboats, and thousands of products and services from both domestic and international exhibitors.

techcenter@UMBC

University of Maryland, Baltimore County

<http://www.umbc.edu/techcenter>

Contact: Walt Schulz, email: wschulz@umbc.edu

New Tenant:

- **One Stop Biz, LLC** – Delali Dzirasa, President
One Stop Biz, LLC, a techcenter@UMBC Student Idea Lab company, is a consulting firm that facilitates third party professional services for small businesses. The company offers outsourcing for administrative services, including tax compliance, legal, insurance, marketing collateral, human resources, Internet, accounting and graphic design to small businesses with up to 1,000 employees and under \$30 million in annual revenues.

New and Noteworthy:

- **Agnik, LLC**, a techcenter@UMBC affiliate company, won a Small Business Innovation Research (SBIR) Phase I Award from the United States Air Force for development of "MCDS: A Distributed Multi-Organizational Collaborative Decision Support System for Emergency Preparedness." This project designs and develops a system for emergency preparedness, anti-terrorism and homeland defense. The proposed research is based on a systematic approach that pays careful attention to both technical and human factors in the process. It offers a collection of novel technology-based solutions to efficiently manage, query and mine the distributed data sources using emerging tools like DAML-based representation of data.
- **Rajesh Rai** of the New Markets Growth Fund will present at the techcenter@UMBC on September 17, 2003 from 11:30 a.m. to 1 p.m. He will give an overview of the New Markets Growth Fund followed by networking. For more information contact Patty Rippin at prippin@umbc.edu.
- **UMBC's Alex. Brown Center for Science & Technology Entrepreneurship's** Speaker Series presents Paresh Shah, founding partner and managing director of Forge Advisors on September 24, 2003 from 1 p.m. to 2 p.m. in the

UMBC University Center, Room 310. He will be speaking about the tradeoffs in deciding when to pursue an entrepreneurial opportunity. For more information, contact Vivian Armor at armor@umbc.edu.

- The **techcenter@UMBC** will host an Entrepreneurship Speaker Series on October 21, 2003. The event will address the concept of “market valuation” and assess value based on various aspects such as the stage of development, IP, sales/profitability, life cycle of a company and industry factors. For more information contact Patty Rippin at prippin@umbc.edu.

Technical Innovation Center Hagerstown, MD

www.technicalinnovationcenter.com

Contact: Chris Marschner, email: marschnerc@hcc.cc.md.us

New Tenant:

- **DVNO, Inc.** – David Dillard, Vice President of Distribution
DVNO, Inc., creates profitable solutions for the distribution of pre-paid mobile entertainment content at the retail point-of-sale. Last month, DVNO launched its Mobile Fun-N-Games brand, which enables wireless carriers, content developers and retailers to package, sell, activate, compensate and differentiate their mobile entertainment applications through the mass consumer retail market. Mobile Fun-N-Games is an opportunity to meet the fast growing demand for downloadable content to wireless devices. □

New and Noteworthy:

- Adena Ventures chose **Bone Marrow Driven Therapeutics, Inc. (BMDT)**, a client of the Technical Innovation Center, to receive technical business assistance from Highland Consulting Group (HCG). Adena Ventures sponsored the technical assistance, valued between \$12,000 and \$20,000. Highland Consulting assisted the BMDT principals in creating a business plan. After three months of preparation, BMDT presented to the Adena board of investors and now is waiting for a decision on whether and when funding would become available to BMDT. BMDT intends to use this funding to create a number of medical service locations for harvesting of bone marrow and/or peripheral blood stem cells from young, healthy individuals and its cryogenic storage for their own use to restore their immune system in case they acquire a disease in the future.

Maryland Technology Development Corp. (TEDCO) **www.MarylandTEDCO.org**

TEDCO Awarded Three Companies \$150,000 from the Maryland Technology Transfer Fund

TEDCO has awarded three companies \$50,000 each from its Maryland Technology Transfer Fund (MTTF) to develop the technology from Maryland-based federal laboratories. The three companies are College Park-based Advanced Thermal and Environmental Concepts, Ltd. (ATEC), Lanham-based Genesis Engineering Solutions and TechnoSys in Ellicott City.

ATEC received \$50,000 to develop thermal technologies for mechanical, electronic and high-tech environments, focusing on electronic cooling devices with thin film evaporator technology. Using a copper-based thin-film evaporator – replacing fragile silicon or ceramic – reduces thermal resistance and increases the strength of the evaporator. ATEC is working on this technology with support from the Missile Defense Agency.

Genesis is creating a unit, developed in part with NASA funding, that uses lasers to improve the process of cleaning microscopic particles and chemical contaminants from electronic flat panel displays during manufacture. The company systems replace complex wet cleaning methods that are more expensive to operate and can have serious environmental contamination drawbacks.

TechnoSys' Fiber Optic Crew Intercommunication System (FOCIS) improves voice communication systems used in military aircraft by decreasing the amount of interference. Presently, voice communication systems used in military

aircraft with on-board electronic systems such as radars, navigation systems and jammers frequently exhibit poor audio quality due to the electrical interference present in these environments. TechnoSys is working with the Navy and recently was awarded funds through TEDCO's NAVAIR Technology Commercialization Initiative (NTCI).

For more information on the MTTF, please visit www.MarylandTEDCO.org.

TEDCO Awarded \$50,000 to Develop Technology at the University of Maryland, Baltimore from its University Technology Development Fund

TEDCO awarded Dr. Laure Aurelian, a researcher at the University of Maryland, Baltimore (UMB), an additional \$50,000 through its University Technology Development Fund (UTDF) program. The continuation funding will further support Dr. Aurelian's research entitled "ICP delta RR Mediated Neuroprotection in Excitotoxic Stroke Models."

The technology helps to address the problem of apoptosis, the occurrence of programmed cell death that is most often seen in degenerative diseases such as Parkinson's and Alzheimer's disease. Dr. Aurelian's original UTDF award was used to deliver an altered strain of the Herpes virus to mice in order to see if it could prevent neurotoxicity. Dr. Aurelian will use the new funding to test a stroke model in mice to determine which doses of altered virus and timing are best to protect the neurons.

For more information on the UTDF, please visit www.MarylandTEDCO.org.

TEDCO & The Johns Hopkins Applied Physics Laboratory to Host Communications Technology Partnering Showcase

On Thursday, September 4, 2003, TEDCO and the Johns Hopkins University Applied Physics Laboratory (APL) will host "**Applications for New Communications Technology: Innovation and Imagination**," a technology partnering showcase that will present cutting edge technologies in communications industries ready for businesses and entrepreneurs to commercialize. The showcase will feature presentations from APL researchers who will highlight their inventions for commercial applications and from tech transfer officials who will present state and federal funding programs for support of tech transfer projects and how to partner with world-renowned federal laboratory research centers.

The showcase will be held at the Johns Hopkins University Applied Physics Laboratory Kossiakoff Conference and Education Center located at 11100 Johns Hopkins Road in Laurel from 8 a.m. to 1 p.m. To register, visit www.mdhitech.org or contact Angie Bergeron at 240-453-6267 or abergeron@mdhitech.org. For businesses wanting more information on the showcase, contact Linda Saffer at 410-715-4175 or lsaffer@marylandtedco.org or <http://www.marylandtedco.com/news/calendar.html>.

TEDCO Event: MTTF Briefing

TEDCO will hold an informational briefing to present details of its Maryland Technology Transfer Fund (MTTF) program. This briefing will teach companies how to use one of TEDCO's capital programs, the MTTF, to help transfer technology from Maryland universities and federal laboratories to the marketplace. The program will include a description of the MTTF program, eligibility requirements, guidelines for effective proposals, proposal submission and review process, and the terms of the agreement, among others. Cost is free, but registration is required.

For more information or to RSVP, call Linda Saffer at (410) 715-4175 or info@marylandtedco.org.

WHEN: Friday, September 12, 2003
2 – 3:30 p.m.

WHERE: TEDCO offices
5575 Sterrett Place – Suite 240
Columbia, MD

The Maryland Technology Development Corporation (TEDCO) has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and the development of technology-based businesses. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

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